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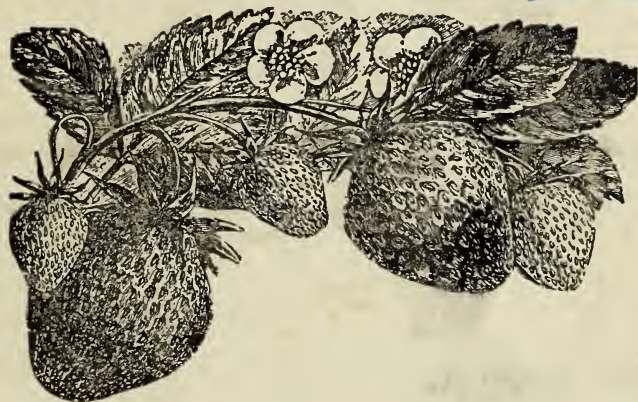


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MAY 21 1914

INDEX

J. A. BAUER

STRAWBERRY SPECIALIST



OUR MOTTO:

*Not How Cheap, But How Good*



Perfect Bloom



Imperfect Bloom

JUDSONIA, ARKANSAS.

**J. A. BAUER**



2 Crates of My Plants packed ready for shipment, 1,000 Plants in each crate.

**STRAWBERRY SPECIALIST**  
**Judsonia, Arkansas**



J. A. BAUER, Strawberry Specialist JUDSONIA, ARK

## Strawberry Plants

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Thirty-four years ago my father started into the berry business with one-half acre, which was of the Sharpless variety. This variety is not grown at this time, more for the reason that we have others which in time have taken its place. The Sharpless variety was of large size, of mid-season ripening, of fine flavor and one of the best shipping berries I have ever grown. Only one fault could I find in this berry, and that was it was not productive enough. Off of this one-half acre my father shipped over 75 crates of 24 boxes, as we never used the full quarts then. And most of these berries were shipped to P. M. Kiley and F. H. Miller, of St. Louis, Mo., who I will say are still in business. These berries sold from \$5.00 per crate up to \$10.00 per crate; and, in fact, when they got down to \$5.00 we thought the price was too low to justify us to ship longer. Yet at this time we would only be too glad to furnish our entire crop at \$2.50 per crate, f. o. b. shipping station. The way we have varieties built up now it is not anything to hear of some one growing four hundred cases full quarts per acre.



This is a Block of St. Louis Plants. We dig up all the rows. You get big, strong Plants.

**BERRIES MAKE \$1,000.00 PER ACRE.** In a back number of Greene's Fruit Grower, I cut out an item written by Jno. E. Taylor, of Maine, telling how he had seen \$1,000.00 worth of berries produced on one acre, and since that time I saw in a Texas paper where down in the Rio Grande country they had made sales of \$1,000 per acre; and it is not uncommon in any state for growers to make from \$350 to \$500 an acre. Yet I don't want you to think that all do this. It is the man who goes after big yields and treats his plants right who gets the cream. I have known as low as \$75 to have been made from an acre of berries, where land was thin and they never worked them half right.

**FOR BIG CROPS AND GOOD FRUIT, GOOD PLANTS ARE THE FIRST ITEMS.** If you want to make a record-breaking crop, you can do so better by planting plants of quality. Some plants are dear; if given to you to carry home, they would not be worth express charges. If you were planting a field of corn, you would get the best seed corn and shell off the nubs. Why would it not pay you to

do the same with the strawberry plants? I dig the whole rows; no nubs in mine. There are others who dig small alley plants, like taking the nub from the corn, and sell you this stock for first quality plants. They say they are just as good as any you can get, but they are not worth your attention when it comes to planting for profits.

**PLANTS OF QUALITY VERSUS RUNTS.** I herewith show you a few cuts of plants taken of my own growing and a cut of a bunch of plants taken from the alley of a middle where all the tip plants grow. You will also see a bunch of plants grown under mulch, and I want you to look over this matter and then see which kind you think it will pay you to plant. My plants are not high, considering first quality. It is true they are higher than the lot from the alley, but no higher than the ones which are grown in the North and covered with mulch so that when spring comes the leaves have rotted off and the heart of the plant is very tender, and if it breaks off the plant is gone. This bunch of plants was shipped to me by a leading nursery. I will back my plants against any grower. I do not say I am the only plant grower who grows good plants, but I do say that out of four lots I received this spring for planting, two from Michigan and two from Maryland, that one bunch of my hardy Southern-grown plants would make any two bunches of any of the four lots. They were said to be the best money could buy, but one bunch of my plants was as large as two of any of them and the roots were as large again.



The Bubach is a fine, big, red Berry, very productive. Don't fail to plant of them.

**JUDSONIA AND WHERE LOCATED.** Judsonia is located 53 miles northwest of Little Rock, on the main line of the St. Louis, Iron Mountain & Southern Railway, and at Judsonia we grow more berries than anywhere in the Southwest, more than any other four places in the state. We shipped this season from Judsonia, alone, 341 cars by freight, and many cars went out by express lots. The county in which Judsonia is located—White—we shipped around 500 carloads of berries to



## J. A. BAUER, Strawberry Specialist JUDSONIA, ARK

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Northern markets. We have the finest land for growing strawberries, and first class plants when well attended to, and I don't think that any one can find a better place to live than at this place.

**OUR PLANTS, AS WE GROW THEM.** This year we have one of the finest stocks of plants we have ever grown, all grown on practically new land, most of it the first crop; and I will say at this writing that they look as fine as could be.



Improved Klondike—is a Hummer.

**TIME TO ORDER.** We start filling orders October 15th and continue up to June 1st, and we ship by express and guarantee them to reach you in good condition up to April 20th. After the 20th all shipments come at purchaser's risk. Bear this in mind.

**HOW WE PACK OUR STOCK.** Most of our plants are packed in crates holding from 1,000 to 1,500 to the crate. We never use large crates at all. We got good plants from a grower in Maryland last spring, where they have packed 5,000 plants in one crate. It weighed over 100 pounds, and they had heated in transit and had grown out the sides of the crate—the worst lot of packing I ever saw from a nursery that claims to see that you get good stock and good treatment. I never pack more, as I said, than 1,500 in one crate; without it just would take a hundred or two to fill the crate, and then I would do so. I guarantee my stock will reach you in good condition, if taken out of the office at once, and in case it fails to do so we hold ourselves in readiness to replace any part of order free that may prove bad, on proof.

**GUARANTEE AS TO PURITY OF STOCK.** We try our very best to keep our stock true to name and unmixed, only in cases where we sell as mixed kinds, and if you should purchase any one variety from us which should not prove true to name or should prove mixed, on proof, we will refill part of order which you find



25 Plants of Early Ozark. No better plants grown. I have lots of them.



## J. A. BAUER, Strawberry Specialist, JUDSONIA, ARK.

that way, free of charge; but under no circumstances will we be liable for more damages, and it is so agreed.

**OUR PACKING HOUSE.** We have one of the best packing houses in the Southwest; we have a light plant of our own, and we pack many of our plants at night, getting them off on early morning express, which insures them fresh as when dug. Packing house is located right in the heart of our berry fields, and we do not have to keep the plants out but a short while after digging them before we get them into the cool packing house.

**PHOTOGRAPHS.** If you have a good berry field grown from my plants I will be glad to have a photograph of it and pay you for your trouble. I am offering \$50 for the three best photographs sent in, \$20 as the first prize and \$15 as the second and third prizes, the photographs to be made by a good photographer on good glossy paper. I will then be able to use some of the best views in my next catalogue.



This is a Field of Kansas Plants, which were grown by planting my Plants of high fruiting quality.

**A FEW FACTS ABOUT PLANTING AND WORKING THE STRAWBERRY.** This catalogue may reach the hands of some few who never have grown any strawberries, and for this reason I wish to make mention of how I grow my berries. Where I can do so, I always get good strong, new land. If I can't get new land, I want it as new as I can get it, for the older the land the less use I have for it for a strawberry field. I break my ground well, harrowing both ways with a two-horse harrow; then lay off my rows three feet apart, and then place bone meal in rows with fertilizer drill, about 300 pounds to the acre. Or you can use truck fertilizer as well, as it is just a matter of choice. Then, after the fertilizer is run, I take a one-horse turning-plow and throw a furrow from each side of the row, making a list. Then I take a light one-horse 14-tooth barrow and harrow down this ridge. You are then ready for planting. If you are not a good hand to plant a straight row, better take a line and run down the center of this ridge so you will get a straight row. Then I plant my plants about 16 or 18 inches in rows, using about 7,500 to 8,000 an acre. I then work and hoe them, as they need it through the sum-

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mer up to September 1st. At that time I give a good slope to the rows so they will drain well and lay by.

**FOR SECOND YEAR'S WORK.** I work this way after taking off fruit crop: I take my one-horse plow and harrow off rows, leaving them about 8 inches wide. I then take a hoe and chop out all plants but one every eight to ten inches in row. This method will give you a practically new bed of plants just as you had the first year. Then keep all grasses out of plants, working as you see they need it up to same date you worked them the first year.



A Bauer Plant of High Fruiting Quality, ready for setting. Also use the trowel we use for setting Plants.

**DIFFERENT METHODS OF PLANTING.** In the different ways of planting you will hear mentioned, I will say that we use the single hedge row system. Then there is the double-hedge row method and hill culture; yet, if you are in the extreme Southwest, you will want to plant in the double-hedge row way; if in the West, you will want to plant in the hill method; but most all the planting is done in the single-hedge row style.



NUMBER OF PLANTS TO ACRE TO SET, AND DIFFERENT WIDTHS

24 x 12 inches apart, 21,780	42 x 24 inches apart, 6,225
24 x 24 inches apart, 10,890	48 x 12 inches apart, 10,890
36 x 12 inches apart, 14,520	48 x 18 inches apart, 7,260
36 x 24 inches apart, 7,260	48 x 24 inches apart, 5,445
36 x 30 inches apart, 5,800	48 x 30 inches apart, 4,400
36 x 36 inches apart, 4,840	48 x 36 inches apart, 3,630

This is for all plantings to be on the single-hedge row system.

READ SOME OF THE GOOD LETTERS WRITTEN US IN REGARD TO OUR STOCK. I am printing some of the good cheerful letters written me by patrons who were well pleased, and you will notice a lot of them come from California. We ship over two million plants each year now to that state alone, and they give the best of satisfaction, as you will see from these letters from pleased customers.



A Shipment of my Plants waiting for the Express.

SOME OF THE BEST NEW BERRIES WE HAVE TO OFFER. I wish to draw your attention to my new berry, the Gold Mine. And I will say it is truly a wonder and I have saved it back so I could make a cheap price to my customers the first year. I will have over 200,000 plants of them to offer this year, all of fine quality, and I will only ask \$5.00 a 1,000 for them. Don't fail to try them. I also have the new berry, the Missionary, which from the prospects on my farms is here to stay. It is a wonder and is sure to take the place of the Klondyke, when better known. With me it is much more productive than Klondyke, as early and as firm, and these two berries are the cream of all new varieties.

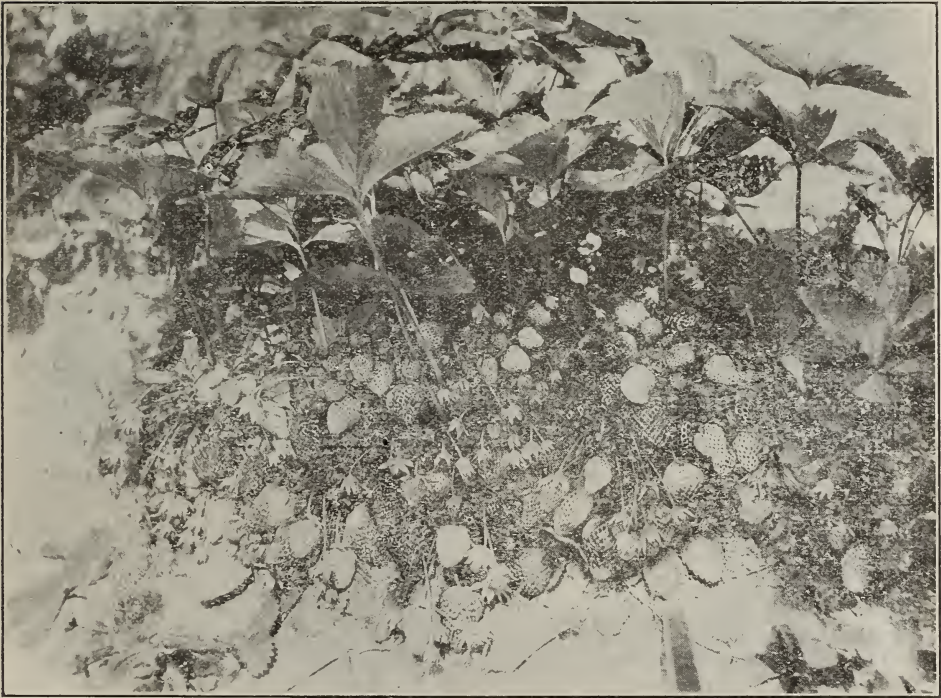




A Bunch of 25 Plants of Missionary, ready for Shipment. None better grown.

**DESCRIPTION OF DIFFERENT VARIETIES**

I don't grow a great long row of varieties, telling you they are all good, as some plant growers do. In all, there are over 300 varieties of strawberries, yet you can count all that are worth planting under 35 heads. Many are just varieties in name only. I have tried out hundreds of different kinds and have weeded out all varieties which I have found not worthy of growing for profits. It matters not how many plants a variety will make, if it don't make my customers big crops I don't grow it. I have always tried to protect my patrons in this way. My plants this year are as fine as I have ever grown, much larger and stronger than two-thirds of the plants on the market, all grown on strong, new land and all shipped out under certificate of inspection. And where the laws demand it we hold special permits to ship into these different states. I shall be glad to have your order for anything in my line and will say that I will give you good stock and good count and will see that your order comes out as you want them.



The Mellie is a very Productive Berry. You can grow big crops if you set my Plants.

**WHAT KIND DOES IT PAY TO GROW?**

**STRAWBERRY MARKET SLOW.** Chicago, Ill., June 5, 1912.—Receipts of Florida strawberries are light and trade is slow. Quite a little stock is held over. Missionaries bring 65c. to 75c. a quart, Excelsior 25c. to 50c. a quart. The extreme weather is held responsible for the poor demand.—Clipping from The Packer of June 6, 1912.

You can see how it would pay the grower to prices as above to grow all Missionary in place of Excelsior. We sell them to you right. We guarantee them pure.



## J. A. BAUER, Strawberry Specialist JUDSONIA, ARK.

We know they will pay you to plant. All you have to do is try them and be convinced.

IT COSTS NO MORE IN THE LONG RUN FOR GOOD PLANTS THAN FOR CHEAP ONES. The first cost to a berry-grower is plants and if he can buy his stock for two acres and save a few dollars on it some think it is that much saved; but I say no, for you haven't got good first class plants and when you work them it will take just as much work as for good plants, and when you gather your crop you find you haven't over a half crop. Then is when you will find that in place of making you have lost. No runty plants can make a good crop. You need whole



I have Millions of Fine Klondike. I wish your order if you need any of them.

row plants, the big strong ones grown in the middle of the row, with all mother plants thrown away. This is the kind of plants I will furnish you. My prices will be reasonable and when you have worked them and the time comes to gather your crop, you will get the big crops like all do by planting my hardy Southern-grown plants. My California customers say I furnish the best plants of all Eastern plant-growers, always true to name and of first quality. All are loud in their praise of my stock. They would not be so if I did not deliver the goods. I hope you will give me your order this time and let me show you that I can deliver the goods.

**GOLD MINE, PER.** In this variety we have a fine new berry, one now offered for the first time, and one that I think will be grown by all lovers of fancy fruit. It is one of the finest berries I have ever grown, regardless of season of ripening. The plant growth is ideal. It has no rust spots on it. The plant favors the Bubach slightly in growth and color of leaflets, but the fruit does not favor in the least. Fruit is large to very large, color dark red, firm, and one of the best yielders I have ever grown. Plants make freely

and are of large size, and this berry will make as many first class berries as any berry you have ever grown. Season of ripening second early. I am placing the price of this grand new berry in the reach of all, and I hope that you can find your way clear to plant at least 1,000 of them for I feel you will never regret it. Twenty-five plants of this kind make such a large bunch it is hard to tie them in bunches of 25, but we give you 26 for 25 plants. Don't fail to add this new berry to your new planting.



**MISSIONARY, PER.** Here is another practically new berry which is making its way into the homes of thousands of Southern growers. They are simply a fine new berry and I think that sooner or later this berry will take the place of the Klondike in many sections of the South. They grow them now by the millions in Florida and they have given the growers the best of satisfaction for the demand for the plants is greater than the supply and has been for two years now. This plant is very much like the old Klondike in plant growth and it is so nearly like it that land that will make good Klondikes will be sure to make good Missionaries. I will this year have over a million and a half of this kind to offer my trade, and while the stock is large I feel it will not near reach around. So the first come, the first served. The season of ripening is right with the Klondike. They make a rather long-like berry, all of even size, of very dark red color and as firm as the Klondike; and the flavor is as fine as silk, which the Klondike hasn't got. I think you will miss it if you don't plant at least a few of this variety for trial in your section. If I were planting, I would not be afraid to plant heavily of them, for I know they will do well by my own trials with them. Read how well they sold last winter when Excelsior sold for 25 to 50 cents a quart, Missionary sold for 65 to 75 cents a quart. Which kind will you grow?

**IMPROVED KLONDIKE, PER.** The improved Klondike is a variety we got in this section of the country from a nurseryman in Tennessee. I have grown them for the past three years and find them more productive than the old Klondike, and the plants make larger plants with me than the old kind does. I also have found them more productive than the old Klondike. In all, I think them worthy of a trial by all berry growers.

**EXCELSIOR, PER.** An old variety which has never had any rival for earliness. They ripen from three to four days ahead of any variety I have ever grown; plants make freely; berry is of dark red color, of good size for such an early berry, and will ship well, being very firm; a great yielder.

**EUREKA, PER.** A new berry of

the Ozark type; not so productive, however, as the Ozark, but so much like them in plant growth and fruit that it will take a good one to tell one from the other. The fruit is more alike than the plants are. One fault with them is they have a tendency to show green tips, which they may overcome. I have a fine stock of this new variety, with a price that is right, considering the kind of plants I grow. The season is with the Ozark, which is second early. The fruit is dark red, good size, and the plant is dark green with good roots, which makes it a good drouth resister. Try them.

**IF YOU WANT GOOD PLANTS,  
THE KIND THAT WILL MAKE  
BIG CROPS, PLANT  
MY PLANTS.**

**DUNLAP, PER.** An old standard variety grown largely in the Northern states, but it has many friends in the South also. I have a fine line of plants of this variety which I will sell very low, and will be glad to make you special offer if your list is large. This berry ripens in mid-season and they will last about two weeks. Color good, size good, productive.

**BRANDYWINE, PER.** An old variety which still gives good satisfaction in most every section of the country. Plants are large to very large; fruit is large with fine dark red color; season is mid-season to late. I have a fine lot of these plants all on new land and will be able to furnish stock I can guarantee true to name and pure. If you want good Brandywine plants, don't fail to get some of these.

**ST. LOUIS, PER.** Another berry of my own origination. This berry is grown today all over the United States and Canada, and is known as the best and largest early berry for home and nearby markets grown. Plants are strong rooted, berry is large to very large—so large that 10 berries of the larger size will fill a quart; flavor is the finest of all berries I grow. In fact, you can't grow any berry that will outyield them or that will outsell them. No good for long-distance shipment, however. They will ripen a few days later than Excelsior, some years they will be right with the Excelsior. I have a big demand for this plant, and can hardly supply the demand. So get your orders in early.



25 of my St. Louis Plants. None better grown. Try them.

## J. A. BAUER, Strawberry Specialist, JUDSONIA, ARK.

**TEXAS, PER.** A grand berry, one that comes nearer being an everbearing berry than all of your so-called everbearers. I have seen them nine times in ten make a second crop six weeks to two months after all other fruit was gone, continuing to fruit for six weeks at a time, and this the second crop. You will need at least a hundred of them if you like late berries. Their spring crop ripens in what we call the second early class. Their second crop, with me, ripens in June and July; in the North, where your season is later, they would ripen in September and October. Try them and see how they will do with you.

**WARFIELD, IMP.** An old variety of the Dunlap family and a good one, too. I have a good stock of plants of these very low considering quality. I will say that with me the Warfield has made big yields; season is mid-season; color fine; a good shipper.

**KLONDIKE, PER.** This old berry is still very popular with the growers all over the South, and in fact it is grown by the millions in the West. I have a very fine stock of this grand berry to offer this season, all on new strong land, and can furnish your wants in any amounts, from 100 to a million plants. When buying my plants of all kinds bear in mind that I will dig all the rows up and you get large, strong plants. This variety is so well known that it needs little description.

**MICHEL, PER.** An old berry that has been grown throughout the South with success, but it has now lost many friends owing to the fact that Klondike and Missionary and St. Louis ripen at same season and command so much more money for the fruit. I have a small stock of this old variety

with a price that is reasonable.

**ALMO, IMP.** I have another berry here that was originated by myself. It is of early season; the plant growth is fine; good dark colored plants; fruit is good color, lots of it, and a long shipper. I show you photograph of one plant that had 365 berries on it. Many good words have come to me from patrons who have grown this variety with success. My stock is not over 50,000; so if you want some of them, get your order in early.

**MELLIE, IMP.** In this variety we have a good new berry, one that is a good yielder and one that is a fine shipping berry. They are of good color, firm, of very fine flavor. There is hardly any berry of same season that will turn out the good, well-colored fruit they do. See photograph of them in fruiting. I have a fine stock of this grand new berry which I shall place at a very low price, considering they are new. You need not be uneasy, they will make you a fine crop and do well on all kinds of land. Season is second early.

**THOMPSON, PER.** I have still got the Thompson, as I have big calls for them each year. I can furnish this variety in large lots and they are now looking very fine. The plant is a free grower and the fruit is of good color, ripening its crop all together; not over a week or ten days from time of first berries until all are gone. I have found them a good shipping berry. Season is second early.

**BEDERWOOD, PER.** I have here an old variety, well known through the North, and well liked by most all berry growers. They are second early plants, make free and make big crops. All on new strong land, and as fine as can be grown.

### MIXED PLANTS, LOT NO. 1

I have grown several kinds together as I have had much demand for the mixed plants. I have Cardinal, St. Louis, Excelsior, Klondike, Thompson, Aroma, and Evening Star, all growing mixed up in the row. In buying these you stand a chance to get three or more varieties. I could not say how many of these varieties would be in a shipment. I only know I have all of them planted mixed in the rows. You might get part of six kinds or you might only get three, or even you might get more than six. This lot of plants is fine for the home gardens and I will have over 100,000 of them to offer my trade.





25 Gold Mine Plants, my great new Berry. Don't fail to plant them.

## J. A. BAUER, Strawberry Specialist, JUDSONIA, ARK.

**OZARK, PER.** A new early berry that has come to stay; very productive; a good shipping berry; a berry that will make 400 crates per acre with ease and that will out sell Excelsior 50 to 75 cents per crate. They ripen with me a few days later than Excelsior, but all grade with Klondike. If you haven't planted any of them, you had better do so at once as they are a winner. Plants are large, strong

rooted and of good dark green foliage.

**AROMA, PER.** The business berry in this state and Missouri for late planting, and it has got the name as the Elberta peach has. It sells for good prices when others don't sell at all. I can furnish you good stock of Aroma and will be glad to make special prices on large lots. Season is mid-season to late.



The Aroma is a Good Berry. I have the best of Plants for your wants.

**EVENING STAR.** This is the best all around late berry I have ever grown, and I have tried out all of them. I consider them a wonder when it comes to fancy fruit. I ask that if you haven't tried them to do so, for you are missing a great treat. Plants are large to very large; good roots; berries very large, firm, and it is the latest of all berries on my list. I consider it the late berry of quality, and if you don't find them the same you will be the first one who has not. Read in the letters what some say of them. I have around 300,000 of this grand new berry which will not run anywhere near around, but I will sell them

very low, and if you want a thousand or two get order in early.

**BUBACH, IMP.** An old standard variety; one that has many friends; season is late; berries large to very large; a big strong plant and a clean grower. I find them a good berry for big yields. My stock is of the old original Bubach, like your father grew.

**BAUER, IMP.** This is a berry of my own origination. I named it after my father, who founded our business in 1880. I consider it a very fine berry, of good color, firm, and productive; season is mid-season; makes few plants.



**GANDY, PER.** An old standby with many growers. With us they have not fruited very freely. The Evening Star and Brandywine have done better with us than they have.

I have a good stock. Season late, plants large and strong.

For all late berries use your lowest land that will not overflow, but lands that will hold moisture.



A Bunch of Small Alley Plants, like some will sell your for First Class Plants. It Pays to plant Plants of high Fruiting Quality. I have them.

### **MIXED LOT NO. 2—EVERBEARING KIND**

I will have to offer my patrons a mixed lot of five different so-called everbearing berries, the kind that have been boasted high as the sky the past two years—Autumn, Pan American, Frances, Dewdrop, Cooper—all five kind set together. I have over 100,000 of them which I am going to offer at a bargain as others will charge as usual three prices for them. I can make money selling them at \$5.00 a thousand and will sell all I have of these five varieties in one collection at \$5.00 a 1,000, you to pay express. See price list for smaller lots. I have these all on new land and they are looking fine right now. If you want this kind of plants now is your chance to get in line at a price that is lowest out.

This is my list of varieties in the berry line. I ask that you look over my Sweet Potato and Asparagus prices, and if you need anything in that line will be glad to furnish it in season.



### ASPARAGUS ROOTS OR PLANTS

I have had a big demand the past three years for Asparagus Plants, and to furnish the demand I have grown 500,000 fine one-year-old roots for my fall and spring trade. A patch of Asparagus set next spring will yield big profits for 12 or 15 years. Many have sold as much as \$400 worth of Asparagus from one acre in one season. Make your land good and rich with barnyard manure and then set roots 2 by 3 feet, rows 3 feet apart and plants 2 feet in rows. Work and hoe, keeping down the grass the first summer and the next spring you have a big crop of Asparagus; not as good as it will get a year or so later, but with proper care you should cut from an acre \$200 worth a year from planting. You bunch 12 to bunch, as per cut, and ship or sell on home markets. Most times you get 10 to 15 cents per bunch. There is nothing finer in the early spring than asparagus. It comes out real early and when you are hungry for some good vegetable and the garden hasn't yet got started you have your asparagus to come on and it will furnish you good eating for over two months. Good ways of cooking are as follows: Cook like you would English Peas, seasoning to suit the taste and making a batter of milk and flour. They are good this way. Or you can cook this way: Boil them for fifteen minutes and then take out, place in frying pan with hot butter, fry until brown, first rolling them in flour to make them brown well. I like asparagus both ways fine and can eat it any day in the year. If you wish to can it, you can do so by boiling as other fruits or vegetables and canning. You then can cook as I have mentioned above. I have three good varieties which I shall offer at a fair price.



The Missionary is the greatest of all Drouth Resisters. When others die out for want of rain, they do well. A fine new Berry of note. Plant some of them.

#### COLUMBIAN MAMMOTH WHITE

This variety shows up rather white when it first comes out of the ground in the spring, but you need not be surprised if some of them do not show the white color, as they do not all come true by seed and that is the way we have to grow them. Stalks are

large to very large and a good grower.

CONOVER'S COLOSSAL. This is an old standard; large green stalks; one of the best kinds grown.

PALMETTO. A standard large sort, much grown in the East for market; grown largely by market gardeners.



25 Plants of my Bubach. Big, strong Plants. That's what you need.



### SWEET POTATO PLANTS

I have gone into the Sweet Potato business, both growing potatoes and growing the plants. I will have several million plants to sell this coming spring. Will start to shipping April 20 and continue up to July 1st. I will grow three of the best varieties and can ship you plants on short notice. I shall be glad to have your orders, which at all times will have my best attention.



A Bunch of 100 Sweet Potato Plants, just ready for shipment.

I am buying my Potatoes from a specialist in the Potato business and am planting nothing but first-class Potatoes—no little runty strings like some plants, but



## J. A. BAUER, Strawberry Specialist 'JUDSONIA, ARK.

each one a good Potato. If you need large lots, send list for prices. I will bunch and tie 100 plants in bunch, as per cut showing bunch of plants. I can pack very light and will use the same quality of damp moss I use in packing my berry plants, and will guarantee them to reach you in good condition anywhere up to 1,000 miles away by express or parcel post. I can send 500 plants of the Potato by parcel post in one package, they not weighing like berry plants do. In planting Potatoes, I find that we all have best results by planting them on a ridge and working them, leaving them on the ridge. Some say that they do just as well planted on a level, but I haven't found them near so successful as by planting them on the ridges.



Missionary is a big, productive, new Berry. None better for their season. Out-yields the Klondike.

**NANCY HALL.** Smooth, light yellow potato; very prolific; an early potato of much note; a good keeping potato.

**VINELESS YAM,** or Gold Coin. This variety grows very rank but it doesn't make any runners to speak of; most any hill will not cover over 18 inches square. A variety that is very sweet and a good producer. They will be found one of the best to grow, if you want potatoes of quality.

**TENNESSEE YELLOW YAM.** An old variety which makes a fine, large yellow potato, of fine flavor, and one that is hard to beat for yield or quality. They make very long vines.

I can furnish your wants in any of the three above varieties in 100 lots or 100,000 lots, and on large lots will be glad to make you special prices. For prices, see under price list of Berry Plants.

**A FEW WORDS ABOUT YOUR ORDER**

I wish to say that it will always pay any one well to place order early in season. At that time we have a full stock and can be sure to fill all your orders, and it may be that your late order will be held up until we hear from you because we are sold out on some kinds. If you can do so, it will pay you to make out a second choice of varieties, so that if we are sold out on some varieties you will still be able to get your order filled promptly. This is for the late orders. We can always fill the early orders with all stock wanted.

**FALL PLANTING.** In the past three years our business has more than doubled. In the fall we now ship out millions of plants, which are set out and the party gets a good crop from them the coming spring. I wish to say that fall planting is a success in every respect. We do not advise planting in the fall farther north than Missouri without you mulch the plants when freezing weather comes onto them. Our winters are mild and we can ship most any day orders come in. We never are delayed over two or three days on account of bad weather. And one thing we do, and that is, dig and ship fresh dug plants. We do not under any circumstances dig a lot of plants and hold them for orders. When your order comes in, your plants are dug, not before. I don't want old dug plants for my own planting and will see that you get fresh dug plants.



I have a fine lot of Asparagus Plants I can ship on short notice.

**NOTICE.** I wish to draw your attention to the fact that many of you get my initials mixed and it causes me much trouble for other parties get my mail. In writing me, always give my name as follows: J. A. Bauer. You know when there are others of same name and you get it down some other way the other fellows get your letters lots of times and then I wait until you look up my right initials and write again. Be sure to sign my name, J. A. BAUER.

**LARGE ORDERS.** If you want over 100,000 plants, let me have your list for prices. I can make you a good price on large lots of Klondike, Excelsior, Aroma, and Missionary. I can furnish all these four kinds in million lots.



## J. A. BAUER, Strawberry Specialist JUDSONIA, ARK.

### GOOD WORDS SAID ABOUT MY PLANTS—FROM NORTH, SOUTH, EAST AND WEST.

Thinks I am the right man to order plants from. You'll think so, too, when you see the quality of my plants.

Little Rock, Ark., Jan. 2, 1913.

J. A. Bauer, Judsonia, Ark.

Dear Sir: The plants are first class and are growing off fine. They were all fresh and strong and I think you are the right man to buy plants from.

Truly, etc., C. D. W.

### NEVER SAW FINER PLANTS IN HIS LIFE.

Many sell one kind of plants for another. Read what this man says:

Orange City, Ia., March 18, 1912.

J. A. Bauer, Judsonia, Ark.

Dear Sir: I just received the sample of plants you sent me to show me you grew first class plants, and I have never seen finer plants in my life. I am enclosing you draft for \$10.60 for

pleased me in every respect, and I shall place all my orders with you from now on.

E. J. E.

Muskogee, Okla., Jan. 1, 1913.

J. A. Bauer, Judsonia, Ark.

Dear Sir: I want several thousand of the Aroma plants, and as I have bought from you now for four years I will ask you if you still have the pure Aroma like you sold me four years ago, which were the pure and unmixed Aroma. Since then I have bought what was called Aroma, from three different plant growers, but they were not true to name, so I come again to you for some more pure stock. These plants I got of you were fine and well rooted, and kindly let me know if you can furnish me the same good quality plants. Your truly,

T. D. S.

Canadian, Okla., Feb. 14, 1913.

J. A. Bauer, Judsonia, Ark.

Dear Sir: A few years ago I bought some plants from you which were very fine and made some fine, large fruit, but the drought last summer



Our lands are new and yet I grow Peas on same to build them up, so none can grow better and stronger Plants than I can.

990 plants assorted, and if these plants show up in good shape and are as good as this sample you'll get lots of good orders from this section of the country. Yours truly,

J. F. DeY.

Rodassa, La., Jan. 1st, 1913.

J. A. Bauer, Judsonia, Ark.

Dear Sir: The plants came through all O. K. and are the best all around plants I ever ordered and they have

got most of them and I will have to buy some more, so I come to you for them, knowing you grow the best kinds. Yours truly,

J. G. S.

Pauls Valley, Okla., April 26, 1913.

J. A. Bauer, Judsonia, Ark.

Dear Sir: Plants to hand and am well pleased. Will want 4,000 more. It being late, can you furnish them?

I am yours,

J. W. W.



## J. A. BAUER, Strawberry Specialist, JUDSONIA, ARK.

Ashdown, Ark., Feb. 15, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Please ship me as soon as you can the within order. I bought plants of you a few years ago and I was so well pleased with them that I am paying you a better price than some other plant growers ask, for I know I'll get good stock from you, and I can't tell about the other party. Your plants were first class in every respect. Yours truly, Joe M. T.

Highland, Ark., Feb. 18, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Your letter to hand and I have noted same and will say you may book us for 300,000 of your Klondike plants as per your quotation in this letter; will order as we can use them.

Yours very truly, B. J.

### ANOTHER LETTER FROM THE SAME PARTY.

Highland, Ark., April 12, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am enclosing you check to pay balance due. The 200,000 plants we have set are doing fine, and we'll use the other 100,000 soon as we can get our land in fix.

Yours very truly, B. J.

Houston, Tex., April 21, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Kindly send me your book on Strawberries. I set some 12,000 of your plants for B. F. Johnson at Arcadia, two years ago, and they were such fine plants that now as I have a farm of my own, I wish some of them. A. S. L., Rt. No. 2.

St. Louis, Mo., May 29, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am enclosing you check for balance due and wish to say our business dealings have been very pleasant to date. Last plants arrived today in fine condition.

Very truly yours, H. Shelby M.

Atchison, Kansas, April 19, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I have received the plants and they came through in first-class condition. Enclosed find the express money as you prepaid them for me. In all I am well pleased.

Respectfully, T. P. A.

### WHERE WANTED WE MAKE A SPECIAL EXPRESS PAID PRICE ON YOUR LIST OF WANTS.

Eldon, Ia., April 8, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received the plants to-

day in fine condition and they are fine plants. Truly yours, H. B. H.

Mena, Ark., April 10, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: The plants I ordered from you with the rest of the growers here at this place arrived in good shape and were first class plants.

Truly, C. W. F.

Plainview, Ark., April 4, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received my strawberry plants on the 2d, and am well pleased with them; am putting them out to-day. Truly, A. T. R.

### ARE BETTER THAN THE SO-CALLED PEDIGREE PLANTS.

Urbana, Ohio, March 2, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I must say your plants are very fine. I have sold a lot of them to my neighbors and all say they are as fine as they have ever seen, even better than the so-called pedigree plants, as I have planted several hundred of them and yours are best.

### READ WHAT SOME OF OUR CALIFORNIA PATRONS SAY OF OUR PLANTS AND OUR TREATMENT.

Los Angeles Co., Calif., Dec. 23, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: The strawberry plants you sent to us arrived safely and I say my friends are well pleased and say they are fine plants, and I say they are fine plants also. The plants I ordered all cost me \$98, and I will want enough next year for 15 acres more. All my friends like your plants; they say that they are good plants.

Yours truly, K. Yokoyama.

Los Angeles Co., Calif., Feb. 24, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: My friends tell me you have good strawberry plants and say the price, so I want you to send me 13,000 Improved Klondike, by express at once. They say your plants are very fine and pure stock. Many times we buy plants that are not pure stock, so we must ask that you fill with pure stock. Yours truly, R. Sakamoto.

It is worth lots to you to know that you can get pure plants. If ours prove otherwise than pure we will make any mistake good.

Los Angeles Co., Calif., Nov. 16, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received your letter and am sending you my order as myself

and all my friends have received nice, large, strong plants and pure stock from you, receiving the best of satisfaction. Truly, S. Umeno.

OUR PLANTS THE BEST FROM ALL EASTERN GROWERS.

It's worth something to know that you get good stock, just as if you came right to my nursery. My prices may be a little higher than the cheap-John plant grower, but these letters tell why.

Los Angeles Co., Calif., Oct. 15, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am enclosing you an order for 45,000 strawberry plants, after all my friends tell me you furnished them nice plants last year true to name, and if you do this with me I can say myself and friends will want over 200,000 of your plants next year.

Yours truly, S. Hirano.

This same man above tells his friends of my plants when he receives them. A walking advertisement is our kind. Good count and first-class stock get that kind of patrons.

Los Angeles Co., Calif., Feb. 3, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: My friend, Mr. S. Hirano, tells me you have very fine strawberry plants and they are pure. Now I want good Klondike plants, of 10,000, so send them to me at once.

Truly, T. Morinni.

Los Angeles Co., Calif., Dec. 30, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: One of my friends tells me you have some of the best of strawberry plants and that you are now shipping, so please find money order, etc., for which send me 3,000 Klondike and 3,000 Aroma plants by Wells Fargo express.

S. Takeshita.

Los Angeles Co., Calif., Dec. 24, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am sending an order for five of my friends totaling \$225.45, which please ship soon as you can do so, by Wells Fargo express. The plants I ordered last year for my friends were received in good condition and they were all well pleased with them in every respect. The plants were large and well rooted.

Yours truly, E. L. H.

Los Angeles Co., Calif., Nov. 20, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am herewith handing

you two orders for 58,000 Klondike plants with half of money to pay on them. Send balance C. O. D. My friends tell me you grow the best of all plants from Eastern growers and that they are pure and true to name, so I ask that you send me only this kind also. Yours truly, K. Kasai.

Los Angeles Co., Calif., Dec. 23, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I have heard from Mr. Muramoto that you grow the best strawberry plants of all Eastern growers, so I am sending you an order for \$140.25 for which send me 43,000 Klondike and 8,000 Gandy strawberry plants. Yours truly,

K. Kusumoto.

Los Angeles Co., Calif., Aug. 16, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: The strawberry plants I got this spring were very fine and I wish some more now for next spring, so send me catalogue.

Truly, S. Onishi.

Los Angeles Co., Calif., Oct. 25, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I will want 60,000 plants to set out next spring, if you'll guarantee them pure and true to name.

Truly, J. S. Fukumoto.

I guaranteed him the plants and I now have one more pleased patron in California.

Los Angeles Co., Calif., Sept. 17, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Have you as nice plants this year as last? If so, will want about 30,000 plants of you. The ones I bought of you last year were very fine.

Truly yours,

K. Fukunaga.

I furnished this man in all over 200,000 plants, so you see he was well pleased again.

THE ST. LOUIS IS A GREAT  
YIELDER WITH THIS MAN IN  
GEORGIA—IT IS WITHOUT  
A DOUBT A GREAT  
BERRY.

Long Beach, Calif., April 3, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I wish to thank you for the nice plants I received today, in good shape. The express was not high. If I make a success, I will plant five acres more next spring.

I sent your catalogue to my friend and he will order, and I hope you send him as good plants as you did me.

Yours truly, J. H.

## J. A. BAUER, Strawberry Specialist, JUDSONIA, ARK.

Los Angeles Co., Calif., Oct. 2, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: M. Koshi, a Japanese, wants to buy some Klondike strawberry plants, and he wants to know if you'll guarantee them pure and true to name. He bought of another Eastern firm 20,000 last year, and they were no good. Let him know at once.

Yours truly, J. E. P.

I can't see why some plant growers will not give stock true to name, as you see they lose a customer every time they defraud a man. I can stand back of my stock, and I don't care to be the largest grower in the United States, but I want to know each and every customer gets value received for his money—and this I shall see you get while I sell plants, and I guess that's a lifetime job.

Compton, Calif., April 25, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I often think of you as the man who furnished us such fine, strong plants, and I wish to thank you for the most beautiful of calendars, which arrived today. I have used many thousands of your plants, which have always been of the best grown. Yours truly, K. L.

Los Angeles Co., Calif., Jan. 1, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: My friend, Mr. Umeno, tells me you have the best of strawberry plants, so I order today 7,000 plants of you. Thanking you to send me the best as you have sent him, I am. Yours truly, T. Hayashi.

Los Angeles Co., Calif., Sept. 15, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Being informed by my friend, Mr. Iseri, that your plants are the best of all Eastern-grown plants and are the most productive of all, I wish to order of you 30,000 plants. I can also get many orders from my friends, if your plants are as good as he says. C. Morita.

NOTE—This man made three orders, all for over 200,000 plants.

Muskogee, Okla., April 10, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received the other shipment of plants yesterday in fine shape. I think they are the best I have ever bought. Thanking you for the favor, I am. Yours truly, W. O. C. H.

Macon, Ga., May 2, 1911.

J. A. Bauer, Judsonia, Ark.

Dear Sir: Last year I bought from you 100 St. Louis strawberry plants. They arrived in good condition and were the finest plants I ever received from a distance, being so well rooted. In early part of fall, owing to dry weather, I cut out fifty of these plants and put my whole attention on the other fifty, and when fall came I set out 1,100 fine plants of them. This spring they have surpassed every other berry on my place, being very large, and so prolific. They began to bear the last week in March, and although I have gathered over 200 quarts off these plants, the plants are still filled with green berries and blooms. I have been growing berries for ten years, but this berry beats any kind I have ever tried. It is the top notch. Yours truly, B. N. B.

Havana, Ill., 10-31-11.

For the benefit of the many fruit growers who are in doubt of whom to buy berry plants, we wish to refer them to J. A. Bauer, whom we have found to be honest in every transaction, and who gives good count and guarantees them to reach you in good condition, and in case they don't he makes it good.

His plants are true to name and we feel you will deal with the most honest man in the plant business when you send your order to J. A. Bauer of Judsonia, Ark. We have used over 5,000 of his plants this fall, and have found them nice and good count. We can honestly recommend him to all parties in need of strawberry plants.

J. H. S. & Co.

Isn't this proof enough to show you our St. Louis is a winner? If not, how much do you want? It is the most productive early berry grown.

Manvel, Tex., Feb. 17, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am well pleased with the plants we have been receiving, and I herewith enclose another order for one of our members near Sandy Point, and I hope you can fill his order with the same good plants as you have ours. Yours truly, M. J. B.

The above party ordered for his association and was well pleased. I shipped them over 200,000 plants in all.



Kennebunkport, Me., Dec. 5, 1910.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: If you will remember a year ago last spring I bought 2,000 berry plants from you. They arrived in fine order, and I set them and lost perhaps twenty-five plants out of the 2,000. I cared for them up to berry time and nobody in this section ever saw such a patch of strawberries.

I sold my St. Louis berries for 20 cents per quart, while my competitors were selling four boxes for 25 cents. The St. Louis berry is all and more than you claimed for it—yes, even to the very last berry holding up in size without any small berries at all. I am well pleased with your fair, honest treatment and fine plants.

Yours for success, B. W. W.

Pasadena, Texas, Feb. 2, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am enclosing you an order for 6,000 berry plants, and I wish to say that in buying your plants I do so because I never overlook a chance to give Bauer's, Judsonia, Ark., plants a good word.

R. E. P.

THIS MAN NEVER SAW FINER  
PLANTS THAN THE ONES HE  
GOT OF ME—YOU NEED.  
THE SAME KIND.

St. Charles, Mo., March 20, 1911.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: The plants I ordered of you reached me in good order and are the finest I ever saw. Many thanks for the extras you added. Will sure call again. Yours truly, C. N.

OUR PLANTS WELL ROOTED; IN  
FACT, THEY HAD NEVER SEEN  
SUCH ROOTED PLANTS.

Sherman, Tex., Jan. 10th, 1911.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received plants all O. K., and they are growing nicely. They have the longest roots of any strawberry plants I ever saw. S. A. G.

J. E. H.

Beaumont, Tex., Nov. 8, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Your plants received in good condition. I will always remember you as a square-dealing nurseryman. Wishing you success, I am,

Truly yours, J. A. L.

Gardena, Calif., March 16, 1912.  
J. A. Bauer, Judsonia, Ark.

My Dear Sir: I am much obliged to

you for the fine berry plants I bought of you about a month ago. They were as fine as I have ever seen, so I am sending you another order for 5,000 more of the Klondike, like before, which I hope you can send at once.

K. F.

Moneta, Calif., Feb. 12, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: The plants which I ordered of you for Japanese came through in due time in good condition, and were satisfactory. The plants which you sent me also came through all right. Accept my thanks for good plants.

Ernest L. H.

Alvin, Tex., April 23, 1910.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I am enclosing you order for 9,000 more Klondike. The other plants arrived all O. K. and are fine.

Wm. F.

Honesdale, Pa., June 29, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: The plants I got of you of the St. Louis variety have proven to be just as good as you said. My patch is just ten feet square, but I have picked to date 40 quarts of fine fruit. Many have asked me where I got such fine plants.

F. J. L.

Concord, Ill., May 12, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Plants received all O. K. and are as fine plants as I have ever seen.

Wm. C. M.

Farmington, Mo., May 7, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received today the bill of plants in good shape; they are a fine lot of plants.

J. E. K.

Plant City, Fla., May 13, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received the 250 Ozark plants all right and wish to say they are very fine plants.

Yours truly, U. G. H.

THIS MAN MADE \$708.00 OFF OF  
THREE ACRES OF BERRIES  
AND ONLY HAD A HALF  
CROP.

Tyler, Tex., June 29, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: As you'll remember, last spring I bought of you enough of berry plants to set three acres, and up to this, the 29th of June, I have gathered and sold off of this patch \$708.00 worth of fruit, notwithstanding we only had

## J. A. BAUER, Strawberry Specialist, JUDSONIA, ARK.

Mammoth Spring, Ark., April 17, 1912.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received the Cardinal plants today and wish to thank you for same. Every one buying plants of you here at this place reports that they are well pleased with your fine plants.  
A. E. A.

In planting my plants you get the best that can be produced and they come to you in good condition.

Cleveland, Okla., Feb. 7, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I have bought plants of you for my own setting and they were fine. I now ask that you send catalogue for my neighbor.

Yours resp., H. B. C.

Logan, Mo., April 18, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Received the two shipments of plants and find same all O. K. except the Aroma, which are 250 plants short. This is a nice bunch of plants. Yours truly,

C. W. and C. R. L.

I sent them 500 Aroma plants, free, to cover shortage.

Fairmont, Okla., April 10, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I have received one of your catalogues from my neighbor who sent for it and he tells me he bought plants from you last spring, which were the finest he ever saw, and that every one lived.

Yours truly, L. J. G.

Danbury, Tex., April 11, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Please express to me at once 18,000 plants, Klondike, Excelsior and Thompson. The other plants I got of you are doing fine. Every one of them lived. Truly, etc., T. H. L.

Asher, Okla., March 11, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: The strawberry plants we ordered from you a few days ago arrived last night in good shape. Everything there and looking nicely.

S. and McM.

Durant, Okla., April 4, 1913.

Dear Sir: The strawberry plants I bought of you last spring are doing fine, and I wish to say that I am enclosing you money order for 1,000 Texas, which send at once.

Yours truly, S. H. S.

Asherton, Tex., April 4, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received the strawberry plants in good shape. Accept thanks for promptness. Yours truly,  
Wm. W.

Zinc, Ark., March 30, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: A few years ago I ordered some berry plants from you, which were fine, and I now wish some more, so please send catalogue.

Geo. C. M.

Thomas, Okla., April 24, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Please send me 100 of your St. Louis plants. One of my neighbors bought of you and they were so nice is reason I am ordering.

Yours truly, Mrs. M. R.

Chase City, Va., March 15, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Will say that the St. Louis and Evening Star are the two best all around berries I have ever grown. The St. Louis is the finest home berry and home market berry of all erlies.

Truly yours, F. M. R.

Paducah, Ky., April 14, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received the strawberry plants in fine shape today, and am well pleased with them.

Yours truly, J. W. H.

Memphis, Tenn., April 2, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received the plants in fine shape and wish to thank you for your kindness in sending so promptly.

Truly, Mrs. Jas. F.

Coyle, Okla., April 11, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: I received plants in fine condition; they are all growing fine.

Yours truly, M. N.

Alvin, Tex., April 18, 1913.  
J. A. Bauer, Judsonia, Ark.

Dear Sir: Your plants have been very satisfactory this season.

Truly, S. & R.

This is what I call a good bunch of letters and all of them go to show that I have furnished them plants of quality, which I think is the kind you'll want. I'll have the following sorts to offer in my Fall Catalogue:



# J. A. BAUER, Strawberry Specialist JUDSONIA, ARK

Amount of plants grown	
Aroma, Per. ....	500,000
Excelsior, Per. ....	1,000,000
Klondike, Per. ....	5,000,000
Bubach, Imp. ....	125,000
Ozark, Per. ....	2,000,000
Missionary, Per. ....	2,000,000
Imp. Klondike, Per. ...	3,000,000
Michel, Per. ....	50,000
Mellie, Per. ....	200,000
Thompson, Per. ....	200,000
Mixed Plants, No. 1...	200,000
Mixed Plants, No. 2...	100,000
Bauer, Imp. ....	50,000
St. Louis, Imp. ....	350,000
Alamo, Imp. ....	50,000
Gandy, Per. ....	300,000
Evening Star, Per. ....	250,000
Brandywine, Per. ....	250,000

Bauer's Gold Mine, Per.	125,000
Warfield, Imp. ....	100,000
Bederwood, Per. ....	50,000
Texas, Per. ....	75,000
Eureka, Per. ....	100,000

All this stock grown on my own land and on new land and it is of the best quality that can be grown. I shall be glad to have your list of wants, which I'll furnish you prices on.

If you have friends who will want plants this fall, give us their names and if we sell them a bill, I'll be willing to give you something in plants extra with your order.

Address

J. A. BAUER, Judsonia, Ark.

## PRICE LIST OF PLANTS

All plants in 25, 50 and 100 lots go by mail, postpaid, at prices quoted; all others come by express, you to pay express charges.

	By Mail Postpaid			By Express, Not Prepaid		
	25	50	100	250	500	1,000
Michel (Per.) .....	\$0.40	\$0.70	\$1.00	\$1.15	\$1.75	\$3.00
Mellie (Imp.) .....	.40	.70	1.00	1.15	1.50	2.50
Thompson (Per.) .....	.40	.70	1.00	1.15	1.50	2.50
Mixed Lot No. 1 .....	.40	.70	1.00	1.10	1.35	2.25
Eureka (Per.) .....	.50	.85	1.25	1.45	1.90	3.50
Bauer (Imp.) .....	.50	.85	1.25	1.45	1.90	3.50
St. Louis (Per.) .....	.50	.85	1.25	1.45	1.90	3.50
Almo (Imp.) .....	.50	.85	1.25	1.60	2.20	4.00
Klondike .....	.40	.70	1.00	1.15	1.50	2.75
Excelsior .....	.40	.75	1.00	1.25	1.60	2.75
Mixed Lot No. 2 .....	.65	1.00	1.50	1.75	2.65	5.00
Gandy (Per.) .....	.55	.85	1.10	1.25	1.50	2.75
Evening Star (Per.) .....	.55	.85	1.25	1.45	2.00	3.50
Brandywine (Per.) .....	.55	.85	1.25	1.45	2.00	3.50
Gold Mine (Per.) .....	.65	1.00	1.40	1.75	2.65	5.00
Warfield (Imp.) .....	.45	.70	1.00	1.15	1.40	2.50
Dunlap (Per.) .....	.45	.70	1.00	1.15	1.40	2.50
Bederwood (Per.) .....	.45	.70	1.00	1.15	1.40	2.50
Texas (Per.) .....	.60	.90	1.20	1.50	1.85	3.00
Imp. Klondike (Per.) .....	.60	.85	1.15	1.45	1.75	2.90
Aroma (Per.) .....	.45	.75	1.00	1.25	1.50	2.75
Early Ozark (Per.) .....	.60	.90	1.25	1.40	1.75	3.00
Bubach (Imp.) .....	.60	.90	1.25	1.40	1.75	3.00
Missionary (Per.) .....	.45	.80	1.00	1.25	1.50	2.50
Asparagus any of the three varieties	.40	.70	1.00	1.00	1.65	2.50
These are all one year old, grown from the seed.						
Sweet Potatoes, any of all three varieties .....	.40	.70	1.00	1.25	1.50	2.50

On large lots of Asparagus and Sweet Potato plants we can make you a better price; let us have your list for prices.

If any goods are shipped by freight they come at your risk; we never take any risk on freight shipments.

All plants packed by express in crates or baskets, most all in crates. By mail they will come packed in bundles in moss. All plants by express or mail guaranteed to reach you in good condition.

## **SHORT STRAWBERRY PLANT CROP**

**NOTE**—All plants must be ordered as priced; we will not fill two orders of 250 plants of the same kind to go to two different addresses for less than the 250 price of that kind. If you fail to send enough money to pay for your stock, we will send the balance C. O. D., unless we have had an understanding otherwise in advance of shipment. No order will be filled for less than \$1.00; no less than 25 plants of one variety sold.

**CAUTION**—Be sure to make all checks and money orders payable to J. A. Bauer, and be sure you get your letter addressed the same way, as I cannot be responsible for mail which is not properly addressed; there are others here by the same name, and if you fail to get my initials right, they may get your letters.

**DISCOUNTS**—We will be glad to make you the following discounts for early orders, cash to accompany all orders where any discount is wanted. Plants will be shipped later—when you want them. For all orders received between now and October 15th, with cash in full, we will give as follows: For orders over \$15.00 and up to \$25.00 we will give you 5 per cent discount; for orders over \$25.00 and up to \$50.00 we will give you 7 per cent discount; for orders over \$50.00 and up to \$75.00 we will give you 8 per cent discount; for orders over \$75.00 and up to \$100.00 we will give you 9 per cent discount; for orders over \$100.00 and up to any amount we will give you 10 per cent discount. In all cases cash in full must accompany the order; we will then hold the order, shipping on any date you may desire.

**SPECIAL DISCOUNTS**—On all orders received between October 15th and January 1st we will give discounts as follows: \$15.00 and up to \$25.00, 4 per cent discount; orders over \$25.00 and up to \$50.00, 6 per cent discount; on all orders over \$50.00 and up to \$75.00, 7 per cent discount; on all orders over \$75.00 and up to \$100.00, 8 per cent; on all orders over \$100.00 up to \$200.00, 9 per cent discount.

After January 1st we offer no discounts, for the plant crop over the country is very short, and we offer these discounts only as an inducement for placing your order early. We can take care of your orders in good shape, and hope to be favored with same.

**TERMS**—Cash with orders. Send money orders, drafts, cashiers' check, or if you are unable to procure any of these, send your own check, but would prefer money order or draft.

Since writing my catalog I have spent a week in the Northwest—in Missouri and Kansas—and have received word from many other sections, where every report goes to show that the plant crop will be the shortest this year it ever has been in the past. In Missouri and Kansas the corn crop and all crops have suffered. The plant fields I saw while away were more than two-thirds dead, and what still showed life were very sick, and if dry weather continued on them a week longer, all would die. I have word from Illinois that the plant crop will not be over 40 per cent; and word comes from Iowa, Michigan and Eastern states showing that the plant crops are very short. I have been favored very much, having good rains all the season, and at this writing, September 10, we are still having good rains and the promise of more all along, which assures me a large crop of the best plants I have ever grown. The plants I have to offer my patrons all have nice, strong roots and they have not suffered for rain in the least. No dark colored roots from the effect of much dry weather, but nice strong, white roots are the kind my plants have. While I have a big lot of plants, yet I haven't raised the prices on account of short crops over the country but have placed it just as I had my prices the past two years. No doubt in my mind but what I could have gotten half again as much more for my plants than I ask, yet I thought it would not be right to take advantage of my patrons, because some other plant grower had to charge a big price, for me to ask



## J. A. BAUER, Strawberry Specialist, JUDSONIA, ARK.

them the same prices, when I had a full crop of plants. So I placed my prices right, and expect you, as one of my pleased patrons, to help me get more orders in return for the prices I make you. Tell your friends of my plants. If you need any Sweet Potato Plants, save your order for me; I'll have them in large quantities for shipment after April 20th, 1914. I also have a fine lot of Asparagus Plants, which I am selling at right prices, and I hope that if you are in need of any stock you can give me your order.

### JUST A FEW DON'TS IN REGARD TO YOUR ORDER

DON'T send me a big list of varieties for special prices and then order just a few plants of two or three kinds. I want to make you all the good prices I can, but I don't want you to price a big list and then take advantage of the good prices I made you on the long list and order only two or three kinds.

DON'T ask for prices on 50,000 to 100,000 lots and then have nerve enough, after I make you a low price, to send in an order for five or ten thousand plants; for if you do so, I will be obliged to return your order. We make you special prices on any amount you want, but it is for that amount and not just a few plants.

DON'T send in your order one day and send a kick in next day asking why we haven't shipped them. It takes a few days for your letter to arrive and a few for my card, telling you I have received your order, to reach you. So give me at least five to six days to get you a reply before you take me to task. And on orders from California and the far distant states it will require from eight to ten days to hear from your order.

DON'T order less than 25 plants of one variety or send order for less than \$1.00, for it will not be received.

DON'T leave your plants in express office after they arrive and expect us to make it good if they should be damaged. We will guarantee them only when taken out of express office at once on arrival.

DON'T get on the war-path and write us a letter that will make our hair turn gray if anything should be wrong with your order, but first call our attention to the matter in a business way, and if we fail to give you the right treatment then you might have room for the other method. Some never ask us to make good little mistakes, but they write as if we were not just as they—men—and all men will make mistakes. But most every one will make them good, if treated right by the contracting party.

DON'T fail to get your ground in good shape and ready for the plants before you ask us to ship them, for it is best to unpack plants and set out at once rather than heel them out.

DON'T miss a chance to say a good word for our patrons if they please you, as this helps us and saves you money. Every new patron we get where we advertise costs us from \$1.00 to \$3.00, and if we can save this item we can sell our plants cheaper. So when you meet your friends tell them of our hardy Southern-grown plants which have given you good satisfaction.

There is no fruit which equals strawberries as a money-maker in a commercial plantation. They can be grown with success in every one of the United States. They thrive on a great variety of soils, and their ease of culture make them splendidly adapted to door yard planting. There is no farm home which cannot well afford a generous planting of strawberries for home use, and their commercial culture would afford a good income on many farms where the returns from other crops are small. Some strawberry growers have made as high as \$1,000.00 an acre from strawberries. Near every large city and fair sized town there are splendid opportunities for more people to engage in growing strawberries for market. Consumers never get tired of strawberries.

# ORDER SHEET

[illegible]



## Farmers & Merchants Bank

AUTHORIZED CAPITAL, \$30,000.00

PAID UP CAPITAL, \$15,000.00

W. F. Bauer

Pres.

W. H. L. Woodyard

Vice-Pres.

R. G. Dickinson

Cashier

Directors

W. E. Forbes

A. W. Henson

Harry Hunsaker

N. A. Waller

J. A. Bauer

L. Wert Wish

J. C. Rhew

R. E. Powell

J. S. Eastland

JUDSONIA, ARK., AUG. 22, 1913.

### TO THE PUBLIC:

This is to certify that J. A. Bauer is one of our most valued customers, and furthermore is one of our directors, and we have always found him honest and upright in all his business dealings, and wish to say to the public that we think Mr. Bauer will give each and every one a square deal and value received for every dollar sent him. We have known Mr. Bauer for a number of years, knew him when his business was not over 500,000 plants each year and now he ships millions of plants to all parts of the United States.

FARMERS & MERCHANTS BANK,

Per W. H. L. Woodyard, Vice-Pres.

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### AS TO MY STANDING AT HOME

#### TO WHOM IT MAY CONCERN:

We, the following business men of Judsonia, have known J. A. Bauer, the strawberry plant man, for years, and have always found him reliable and honest in every respect; we have always found his word as good as gold, and do not think that any one will be taking any risk whatever in sending him orders for berry plants—large or small—for we think that you will get value received for every cent you send him. Mr. Bauer's business has grown until it is the largest of any plant grower in the Southwest.

WISH BROS., Hardware

R. E. POWELL, General Merchant

B. W. ANDREWS, Grocer

L. M. CULPEPPER, Druggist

B. F. RUDD, Blacksmith

F. L. WELTON, Druggist

FORBES BROS., Hardware

CHAS. L. ELLIOTT, Express Agent

JOHN WHITE, News Stand

F. L. DeSHONG, Grocer

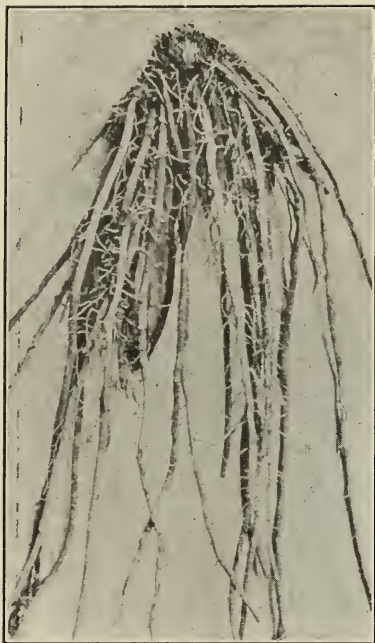
J. F. DeSHONG, Real Estate

E. U. WOODS, M. D.

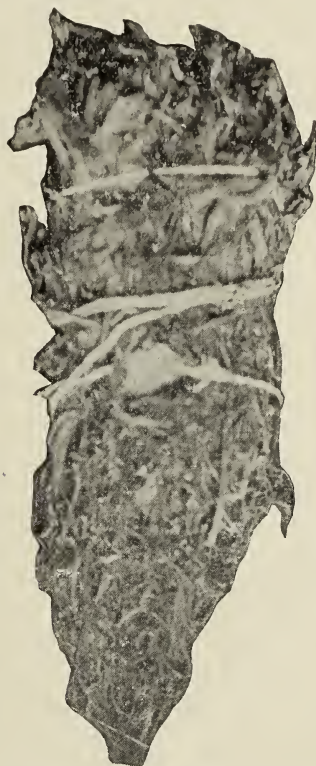
F. G. BRIGGS

DR. JOHN S. EASTLAND.

NOW after you have gone through my catalogue I would like to have your order if you want good plants and them at right prices. I have the goods and they are the best, and all I ask is a chance to show you the quality of my stock. You'll see by my many good letters that my stock gives the best of satisfaction.



An Asparagus Root as it looks when we dig them.



A Bunch of Plants like you get from the Northern Plant Grower. This shows how the mulching has left plants. Our plants have lots of foliage on them.

I will at all times do my best to please each and every customer and I hope to be favored with your order.

Make all money orders and checks payable to

**J. A. BAUER**

Judsonia, Arkansas.



**J. A. BAUER**

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STRAWBERRY SPECIALIST



JUDSONIA, ARKANSAS